

# Good News from Prague

issue

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ROCC Newsline

ROCC SRO Central Europe saw its financial year to December 1995 recording a turnover of more than £800,000. The Prague sales operation won its first major maintenance contract from the **Czech Savings Bank** and it also sold its first ROCC Recognition system to **Slovak Railways**.

This is the second excellent year for ROCC SRO.

Since January 1 1996, ROCC SRO has won over £500,000 in orders and the remaining six months of trading are looking very hopeful indeed.

Included in the new business for '96 is a contract from Slovak Railways to upgrade its ROCC recognition software and £180,000 of orders from the Czech Savings Bank for 10 AST servers and associated equipment.

According to UK commercial manager **Ken Kasey**, the market has continued to pick up and good results have been realised. "There has been good team work from the SRO staff and we look forward to an even better year," he said.

Newsline would certainly like to add its congratulations to manager **Jiri Jurkovsky** and his staff.

## Rail Training

Three employees from Slovak Railways attended a two-week course last November on ROCC Recognition.



*Pictured l to r are: senior engineer Augustin Glajc, systems manager Zlatica Andrejkova and operations manager Petr Kubicko. Course tutor consultant Tony Harrop is seen showing them sample railway invoices using the Recognition software.*

## Imaging Seminar

April 2 - Kosice. A seminar, organised by personnel at Slovak Railways on behalf of ROCC Central Europe, took place at the offices of the railways company which was attended by 30 people including the deputy general director and several departmental directors.

The theme of the seminar was on imaging and presentations were given by Slovak Railways operations manager **Petr Kubicko** and ROCC's chairman **Michael Aldrich**.



*The headquarters of Slovak Railways, Kosice.*

A demonstration on the ROCC recognition software system installed at Slovak Railways was given by Kubicko and additional uses and developments in the recognition software were demonstrated. Part of Aldrich's talk was on contemporary computing and how one could link a digital mobile phone into a computer anywhere in the world.

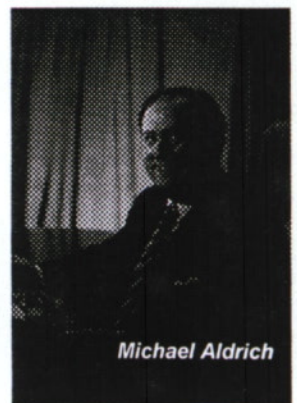
## Acquisition

ROCC's latest acquisition in January was the business of UNICLASS Business Systems Limited of Shoreham, West Sussex - a long-established and very successful supplier of local authority and commercial financial management systems.

ROCC's customer base has now grown to around 350 local authorities, plus commercial private sector users.

On making the press announcement, chairman **Michael Aldrich** said: "The ROCC MICRORATE product range, with the addition of the UNICLASS products, will offer our local authority customers a very full portfolio of products and services and

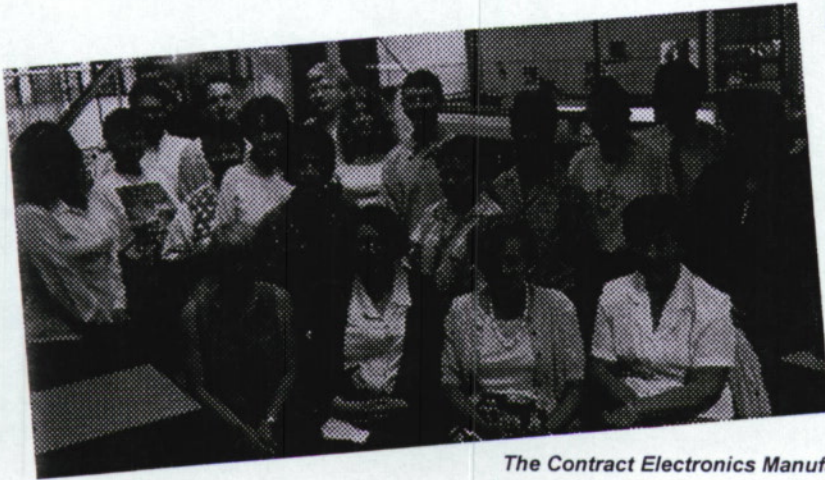
also enable us to expand our activities in the health service, private service contracting companies and the utilities sector."



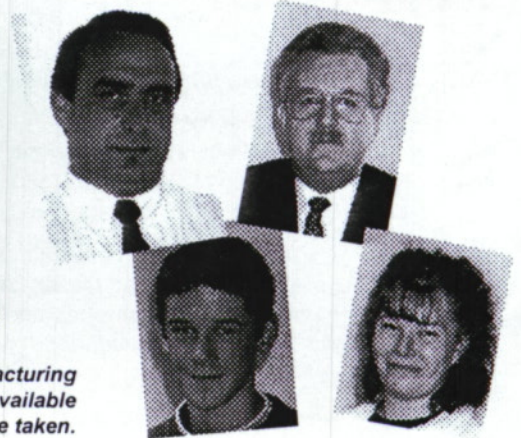
*Michael Aldrich*

# CEM News

First week of April saw contract electronics manufacturing (CEM) winning a substantial order worth £135,000 from Crawley-based **August Systems** - manufacturers of safety systems to the oil, gas and chemical industries and in early May a contract from **Westinghouse-Cubic** valued at £98,162. Order intake up to Newslines deadline had reached £276,088 (31/5/96)



*The Contract Electronics Manufacturing team - with those who were not available when the main pictures were taken.*



## PC Maintenance



The PC maintenance arm also kicked off well with a £115,000 contract from the **National Trust** and further business over the two-month period amounted to around £460,110 (31/5/96).

Congratulations to Bristol-based **Caroline Smalley** for winning the contract from the Trust.

## Scanning Systems

Technical Services Division has won two contracts valued in total at around £250,000, one from **EssNet AB** of Stockholm, Sweden, a supplier of worldwide gaming and lottery systems, and the other from Liverpool-based **Littlewoods Pools Limited**.



*Engineers l to r: Mark Farrow, John Latour & Douglas Thrower (seated) on an EssNet training course. Instructor Mike Rolfe explains the adjustments needed before terminals are installed.*

## From the Editor

You will have noticed that we have changed the format of Newslines. Our aim is to make it more interesting by being more up-to-date and more frequent. So, rather than having many months worth of news filling lots of pages (like this edition has turned out), it will be nice to be able to issue a small monthly edition, reproduced in-house, in future. However, to maintain it as a regular publication, please keep your news and items of interest flowing into the press office - I am always happy to feature not only your achievements but your family's as well.

Beryl Hutchin, editor

The contract with EssNet is for ROCC to assemble, instal and maintain E4000 on-line lottery type terminals at 40 Littlewoods Pools concessionaire locations.

The application is to scan in football pools coupons on a weekly-basis. Initial processing figures to Littlewoods central system at Liverpool should range from 20,000 to 80,000 coupons per concessionaire, per week.

## Going live

Concessionaire sites which have already gone live are in Ellesmere Port, Reading, Belfast, Bridgend, Exeter, Norwich, Stowmarket, Dulwich (South London), Preston, Watford, Wellingborough and Haywards Heath, with the remaining installation work to be completed by July in time for Littlewoods to be fully operational before the start of the new football season for 1996/97.

## Radio news interest

ROCC's second contract is with Littlewoods to supply drop cables for each terminal and to fit cable ends at every installation.

The EssNet high tech system will streamline Littlewoods pools operation for coupon collectors.

The contract details were released to the media and local radio on May 16, and customer services director **Alan Dobson** was interviewed by Radio Mercury on the following day. An edited version of this interview appeared as a news bulletin item throughout the day on May 22.

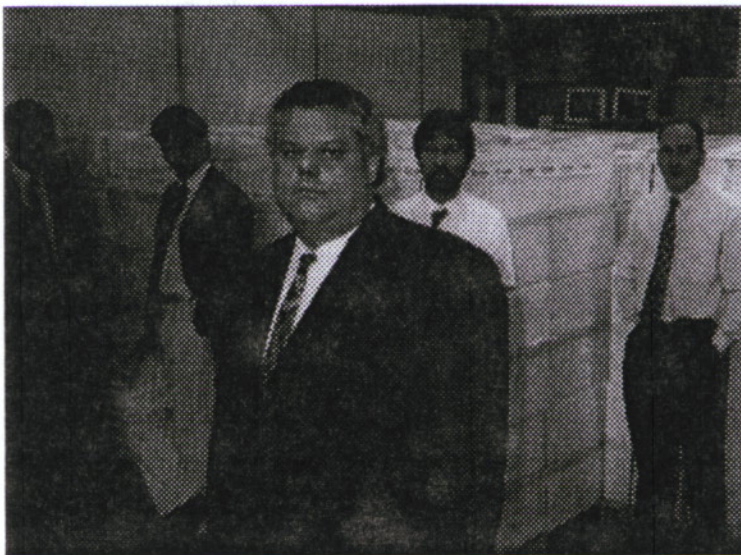
# Systems Division News

March '96, started to show a definite improvement ending on a high for Systems Division with ROCC UNICLASS winning a £200,000 contract from **Southampton City Council** for a Contract Services Solution for its Direct Services Organisation and from Dublin-based **Sharptext**. There the order was worth £87,000 for bespoke sales order processing and electronic data interchange modules which are to be installed at Basingstoke-based **Micro-Peripherals Limited**, as well as a licence for a fully integrated UNICLASS accounting and distribution system for installation at **Gem Distribution Limited** located in Harlow. Both firms are part of the Sharptext group of companies.

At the end of the year ROCC Aramis won a contract from **Rochdale MBC** to supply a suite of application software worth around £85,000. The software modules will be installed in the Highways Division for use by its client and contractor operations.

Business was good for the Document Processing Unit (DPS) with SEECHECK Recognition software systems being sold to new clients, **Atom Weapons Establishment**, London Borough of Harrow, **Middlesex University**, and **Leicestershire County Council**.

The new fiscal 1996/97 started well for DPS. New clients who have come on board include **RefugeLife Assurance**, Oxford, **Swindon and Gloucester Co-operative Society** and **Eastbourne and County Healthcare NHS Trust**.



*Regular consignments of EssNet scanning terminals have been arriving at headquarters from Stockholm. Crawley-based engineers then assemble and test the terminals before they are delivered to concessionaire sites for installation by our field engineers.*



*Seen l to r: Southampton City Council's Barry Jones, building maintenance manager, Bob Watts, principal consultant, Sue Davies, ROCC's project director and Michael Aldrich.*

**City of Newcastle** bought SEECHECK addressing to process competitors' application forms for the Great North Run which is taking place on September 15. Expected number of competitors for this year's event is around 30,000 runners. The council has agreed a three-year contract with organisers **Nova International** to run this operation for them.

Bristol-based computer bureau **DCL (1992)** signed up for SEECHECK Recognition for scanning around two million surveys and questionnaires per month. **February Automation** of South London has contracted for an additional CLASSIC data capture system, 10 ROCC light pens and a second ROCC Address system. The light pens will be used for a major application, scanning around 500,000 documents per month for a client running a direct marketing loyalty campaign.

## Compaq Partner

ROCC was accredited as a **Compaq** Solution Partner (CSP) last November.

As a CSP, ROCC is entitled to all the benefits outlined in the PartnerPaq programme, including prioritised telephone support and access to self-help tools.



# Registered Trademarks

The following products are now registered trademarks of ROCC Computers Limited:

**MICRORATE, CLEANMAN, GROUNDSMAN and TASKMAN.** Application is underway to register **UNICLASS** as a trademark of the company. **SEECHECK** has been registered for a number of years.

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## Maxwell Way

A planning application for additional car parking spaces was granted by Crawley Borough Council on May 3. There will now be adequate parking for staff when ROCC moves to its new headquarters next year.

A progress report on the refurbishment of the new offices will be published in the next issue of Newsline.

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## Reminders

### Holidays

The statutory holidays and mandatory days for employees for 1996/97, except in the case where essential staff have to work, are as follows:

Late Summer Bank Holiday - Monday August 26.

### Christmas & New Year

The mandatory days are Friday December 27, Monday December 30 & Tuesday December 31.



### Christmas Lunch

This year's Christmas lunch for Crawley and Shoreham-based staff will be held at the Forte Crest on Monday December 23 1996.



# FAST theft

ROCC is now an industry member of the **Federation Against Software Theft (FAST)** whose main objective is promoting the legal use of software. As well as ensuring, via the company software auditor **Chris Bankes**, that all software used by ROCC is properly registered and licensed, we are also undertaking a nationwide exercise, in conjunction with FAST, to identify all unlawful users of ROCC software. This is in order to enforce our copyright and to protect our software revenues.

### Legal action

Software theft is a criminal offence which can be punishable by a custodial sentence. Anyone unlawfully selling or using ROCC software, without an appropriate licence, is risking legal action being taken against them.

ROCC is committed to following up any and all information relating to the piracy of its software. If a member of staff becomes aware of anything suspicious or receives information that suggests or purports to suggest the unlawful use of ROCC software, then they should contact **Mike Aldrich** or **Kevin O'Neill** at Crawley.

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## Paul wins ROCC's £150 computer prize

ROCC's sponsored prize of £150 at the University of Sussex - School of Engineering was won by **Paul Layzell** for his 'outstanding performance in computer systems engineering'. At a dinner and prize presentation held at the Royal Albion Hotel on January 11 last, business manager **Tobin Aldrich** presented Paul with a cheque for £150. The company has agreed to offer the final year prize again for 1996.



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## Phil's Santa run

Call screener **Phil Jones** is a member of the Haslemere and District Round Table. Involved in many charitable projects, each year the Round Table does a 'Santa run' - a car tows a sleigh and Santa Claus and his helpers collect money to buy Christmas food hampers for the elderly and people on low incomes in the area. For the last three years Phil has taken his turn to collect money by sitting in a sleigh dressed as Santa Claus (and here the thermals come in handy), or as one of Santa's reindeer ie driving the car (the warmest place to be!).